



Utah Smart Site Milestone Summary

The Utah Smart Site Program has established an ongoing record of success as reflected by the following timeline:

October 24, 2000	Governor Leavitt Meets With Local Leaders
December 13, 2000	Governor Leavitt Recommends Smart Site Funding
December 15, 2000	State Economic Development Program Dedicates Staff To Smart Site Program
February 20, 2001	Rural Counties Join To Pursue \$1,000,000 Grant
March 15, 2001	Northern Ute Leaders Launch Uinta River Technologies
March 20, 2001	First Smart Sites Announced
June 30, 2001	Six Smart Site Enterprises Designated This Quarter
July 1, 2001	Smart Sites Receive \$725,000 Appropriation
July 20, 2001	Smart Sites Receive \$100,000 for Custom Fit Training
July 27, 2001	Utah Industrial Assistance Fund Establishes \$100,000 Smart Site Pool
April 30, 2001	Novell Contracts With Cedar City Smart Site
August 10, 2001	Economic Development Administration Awards \$500,000 To Smart Sites
September 10, 2001	Economic Development Administration Awards \$585,000 To Ephraim Smart Site
September 10, 2001	USDA Awards \$35,000 to Blanding Smart Sites
September 30, 2001	Two Smart Site Enterprises Designated This Quarter
October 2, 2001	IAF Approves \$56,000 For Cedar City Smart Site
October 11, 2001	Moab Smart Site Shows What Can Be Done In Rural Utah.
December 18, 2001	LearnKey Presents Governor Leavitt With Smart Site Christmas Gift
January 9, 2001	Ute Tribal Smart Site Lands Justice Contract
January 29, 2001	Zion's Bank Hosts Smart Site Luncheon

February 2, 2002	Smart Site Clients Join Governor Leavitt To Welcome the Olympic Flame
February 4, 2002	North Logan Smart Site Cuts Ribbon Prior To Torch Relay
February 12-19, 2002	Smarts Sites Host Clients For Dinner During the Games
February 16, 2002	Corporate Alliance Learns About Smart Sites
February 23, 2002	Tribal Leaders and Utah Smart Sites Go To Lunch At The Games
March 2002	Northwestern Band of the Shoshone Nation Create New Smart Site
March 1, 2002	Sevier Smart Site Holds Open House
March 30, 2002	Three Smart Site Enterprises Designated This Quarter
May 1, 2002	Skyline Drive Technology Grand Opening
May 4, 2002	Information Connections Wins National Telly Award
June 7, 2002	Affiliated Computer Services Expands to Kanab and Governor Leavitt Announces Grant To Help Tribes
June 15, 2002	Animation Artists Become Utah Smart Site
June 27, 2002	USDA Awards Funds to Help Sanpete Smart Site Gain Federal Preference
June 30, 2002	Seven Smart Site Enterprises Designated This Quarter
July 20, 2002	State Incentives Granted to Steton Technology Group
August 16, 2002	Health Informatics Ecosystem, Smart Sites in Fillmore and Delta & \$550,000 Training Grant Announced
August 20, 2002	AviaCode Announces Jobs for 100 Rural Utahns
September 12, 2002	St. George eLearning Firm Becomes A Utah Smart Site
September 25, 2002	Governor Leavitt Speaks To National Coding Leaders in SF
September 30, 2002	Four Smart Sites Designated This Quarter
October 11, 2002	Salt Lake Firm Forms Smart Site Marketing Group
November 5, 2002	Governor Leavitt Challenges Health Informatics Firms
November 14, 2002	Air Force Expanding Native American Program To Utah
December 31, 2002	Six Smart Site Enterprises Designated This Quarter
January 8, 2003	Governor Leavitt Dons Hardhat To Break Ground For Steton Technology Group
January 8, 2003	Governor Leavitt Declares Tonaquint Center as Utah's Newest Smart Site

January 28, 2003	Governor Leavitt Touts Smart Sites in State of the State Address
February 25, 2003	Smart Sites Selected As National Governors Association “Best Practice”
March 21, 2003	Zion’s Bank Expands Call Center To Kanab
March 24, 2003	Utah Smart Sites Featured Prominently by Utah Business Magazine
March 24, 2003	Local Developer Lauds Efforts of UBTA-UBET
March 30, 2003	Four Smart Site Enterprises Designated This Quarter
April 1, 2003	Digital Media Smart Sites Join Governor Leavitt on LA Trade Mission
April 11, 2003	Santa Clara Smart Site Wins National Training Award
April 19, 2003	8(a) Specialist Hired To Help Smart Sites
April 26, 2003	\$75,000 EDA Grant Funds Two Smart Site Consortiums
May 6, 2003	Chicago Trade Mission Targets Rural Health Informatics Jobs
May 9, 2003	Utah Smart Site Program Wins National Innovation Award
May 15, 2003	\$49,500 USDA Grant To Help Develop New Duchesne County Smart Site
May 15, 2003	Independent TelComs Hit Jackpot To Extend Rural Bandwidth
May 20, 2003	Private Donor Provides 100 Computers To Utah Smart Site Communities
May 26, 2003	St. George Smart Site Forms Alliance To Address Redundancy in Dixie
June 1, 2003	First Medical Coders Graduate
June 2, 2003	Utah Smart Sites Offer Training to Low Income Families
June 9, 2003	Midway Smart Site Lands Air Force Contract
June 11, 2003	ATK Donates Office Furnishing To Utah Smart Sites
June 12, 2003	Garfield County GIS Mapping Smart Site Holds Open House
June 30, 2003	Eleven Smart Site Enterprises Designated This Quarter
July 14, 2003	Air Force Awards \$5,000,000 Contract to Uinta River Technologies
July 31, 2003	Steton Inks Deals With Two Major Clients
July 31, 2003	New Green River Smart Site Opens
August 16, 2003	State Offers Incentive To Health Informatics Firm, More If They Provide Rural Jobs
September 8, 2003	Midway Health Informatics Smart Site Wins Sutter Health Contract
September 11, 2003	LearnKey To Unveil Self-Paced Information Securing Courses at TECHX 2003 Expo

September 15, 2003- 43 Smart Site Enterprises Have Created 685 New Jobs in 20 Rural Counties Since The First Smart Site Was Created

Utah Smart Site Milestone Narrative

October 24, 2000 – Governor Leavitt Meets With Local Leaders: Governor Mike Leavitt today met with mayors and county commissioners from rural areas of the state to launch the rural component of the Utah Silicon Valley Alliance. "The Utah Silicon Valley Alliance is gaining momentum with companies here in Utah and in California," said Governor Leavitt. "It is important that every area of the state participate in the dialogue to learn how they can become part of the workforce of the New Economy."

December 13, 2000 – Governor Leavitt Recommends Smart Site Funding: Leavitt recommends \$750,000 in ongoing funds for the Utah/Silicon Valley Alliance to help rural Utah stake its claim in the New Economy. "The Utah/Silicon Valley Alliance will be the driving force behind all of our economic development efforts in the next four years," said Leavitt. "We intend to showcase rural Utah's quality workforce and attractive setting, and to invest in rural transportation and telecommunications infrastructure. "This is an exciting proposal," says Emery County Commissioner Kent Petersen, in response to the Governor's announcement. "It will not only stimulate the rural economy, it will also help rural Utah make the transition from the Old Economy to the New Economy. Without this level of vision and investment, there is fear that rural Utah could be left behind."

December 15, 2000 – State Economic Development Program Dedicates Staff To Smart Site Program: The Utah Division of Business and Economic Development has assigned Ed Meyer and Les Prall to provide staff support to Wes Curtis from Governor Leavitt's Office in developing the Utah Smart Site Program. Meyer will serve as Program Director and Prall will be responsible for marketing the initiative.

February 20, 2001 – Rural Counties Join To Pursue \$1,000,000 Grant: Twelve rural counties have joined forces with Governor Leavitt's new Smart Site Program to pursue funding from the U.S. Department of Commerce's Technology Opportunities Program. Smart Director Ed Meyer indicates that, although time is short to pull together a collaborative proposal, the opportunity for a \$1,000,000 grant to jumpstart the initiative is too great to pass by. Meyer states, "Often the process of working together is worth almost as much as the grant itself. To that end, we are guaranteed to succeed." Counties were selected through a competitive process and include Carbon, Emery, San Juan, Sanpete, Iron, Duchesne, Box Elder, and Cache Counties. If successful, matching funds will be provided from \$725,000 appropriated in the recently completed legislative session.

March 15, 2001 – Northern Ute Leaders Launch Uinta River Technologies- Launched in March, 2001, URT employs 25 tribe members for data-entry and scanning work smack in the middle of the reservation, or the rez, as the locals call it. High tech could strongly influence the future of this tribe, which suffers unemployment rates of 65% or more and per capita incomes far below the median in this prosperous, Mormon-dominated state. Already, URT has grabbed a contract for scanning airplane drawings onto CD-ROMs for Utah's Hill Air Force Base. That contract is the mainstay in what the tribe expects will be \$280,000 in gross revenues this year. More orders will be coming, and URT's sales are expected to grow 890%, to \$2.5 million in 2002, says Carey Wold, the company's general manager. URT hopes to grow fourfold, to 100 employees, by the end of the year, he adds. That's says Wold. "The walls [around the reservations] have come down. With technology, [Native Americans] have more choices. They are empowered." music to the ears of the tribal members. "With information-management work, there are no boundaries.

March 20, 2001 – First Smart Sites Announced: Governor Mike Leavitt today announced that locations in Cache, Box Elder, Carbon, Emery, San Juan, Iron, Sanpete and Duchesne counties have been selected as the first of many Smart Sites in rural Utah. "I am meeting regularly with technology-based firms who are intrigued with the potential of outsourcing work to rural sites offering trained workers, high speed bandwidth and state-of-the-art technology," said Leavitt. "These first smart sites will open the door for dozens of similar sites and hundreds of family-sustaining jobs for rural Utahns over the next few years." "We were ecstatic to learn of the opportunity to participate in the Governor's Silicon Valley Initiative by being chosen as a Smart Site location," said Mayor Calvin Balch of Blanding. "This program has the potential to have a greater economic impact in Blanding and San Juan County than anything that has been done in years."

June 30, 2001 – Six Smart Site Enterprises Designated This Quarter: Uinta River Technologies, Uintah Basin Telephone Association, Emery TelCo, Advanced Marketing Concepts, Footprints, BessTek

July 1, 2001 – Smart Sites Receive \$725,000 Appropriation: Today the Utah Smart Site Program received its first funds, a \$725,000 appropriation authorized by the Utah State Legislature during the recently completed legislative session. \$500,000 is dedicated to purchasing equipment dedicated to Utah Smart Sites. \$225,000 is to be used to market the Utah Smart Site initiative.

July 20, 2001 –Smart Sites Receive \$100,000 for Custom Fit Training: The Department of Workforce Services announced that \$100,000 of the state's incentive funds received through the Workforce Incentive Act had been awarded to the Utah Smart Site Program for use in providing custom fit job training assistance.

July 27, 2001 – Utah Industrial Assistance Fund Establishes \$100,000 Smart Site Pool: The Utah Industrial Assistance Fund has set aside \$100,000 to be used as an incentive to encourage the location of small technology-based firms. These funds would be dedicated to firms of less than 20 employees with very favorable terms and conditions.

April 30, 2001 – Novell Contracts With Cedar City Smart Site: Governor Mike Leavitt today announced that Novell, Inc. has agreed to outsource technical support jobs to the Cedar City Smart Site at Southern Utah University. This is the first agreement with a major technology company for outsourcing jobs through the Smart Site initiative. "Novell has always been a committed state and community partner, providing good paying, high quality jobs," said Leavitt. "Their involvement with the Smart Site initiative sends the message that Utah is an innovative leader in providing high tech, quality jobs statewide."

August 10, 2001 – Economic Development Administration Awards \$500,000 To Smart Sites: Governor Mike Leavitt today announced a \$500,000 federal matching grant awarded to purchase computer equipment and software for Utah's Smart Sites. The U.S. Department of Commerce Economic Development Administration (EDA) awarded the grant to the Rural Partnership Office to support the Smart Site initiative. "This grant has allowed us to leverage the original legislative appropriation in a significant way," said Leavitt. "Now, Smart Sites will offer businesses state-of-the-art computer equipment, in addition to a facility, high-speed bandwidth, and trained workers."

September 10, 2001 – Economic Development Administration Awards \$585,000 To Ephraim Smart Site: Today Sally East, Sanpete County Economic Development Director, announced that the U.S. Department of Commerce Economic Development Administration had awarded \$585,000 to develop the vacant second story of the Snow College West Campus as a Utah Smart Site.

September 10, 2001 – USDA Awards \$35,000 to Blanding Smart Sites: Chris Webb, Blanding Smart Site Coordinator and City Administrator, announced that U.S. Department of Agriculture Rural Development had awarded Blanding a technical assistance grant to explore the feasibility of expanding Causeway Technology in the community.

September 30, 2001 –Two Smart Site Enterprises Designated This Quarter: Information Connections, FotoworX.

October 2, 2001 – IAF Approves \$56,000 For Cedar City Smart Site: Today the Utah Division of Business and Economic Development awarded a \$56,000 incentive to AMC, Cedar City's Smart Site, to assist in expanding to meet the needs of their new Novell contract.

October 11, 2001 – Moab Smart Site Shows What Can Be Done In Rural Utah- When John Andrews and Jim Collar of Footprints, Inc. offer to travel to clients' offices for meetings, their offer is usually declined. "They find some excuse instead to come here to our Moab headquarters," said Collar. Footprints, Inc., designated today as an official Utah Smart Site, develops custom information management software products and provides consulting services for clients in business, medicine and government. In addition to its Moab headquarters, the company has satellite offices in Sandy, UT, Clarion, PA and Seattle, WA. Footprints creates management system software for customers ranging from Boeing Airplanes in Seattle to the Old Town School of Folk Music in Chicago, Response Oncology in Tennessee, the North Shore Animal League in Manhattan and Los Angeles Harbor. Collar and Andrews started the company in Salt Lake City in 1986, but moved to Moab in 1995. "We were drawn by the beauty and lifestyle in Moab," said Andrews. "The Internet makes it possible to operate from anywhere you can get a T1 connection. We have never regretted our decision to move here, nor has it ever threatened our viability." "We have long-standing customers all over the country we can go for years without seeing," added Collar. "We send them

software; they send us money. It's hard to beat that. We anticipate that we will expand our workforce incrementally to keep pace with rising demand," said Andrews.

December 18, 2001 – LearnKey Presents Governor Leavitt With Smart Site Christmas Gift: Today LearnKey, a St. George firm producing eLearning tools, met with Governor Leavitt and representatives from rural Utah Smart Sites to present them with a gift of interactive training tools. Included in the gift, which was wrapped in a representative Christmas package and presented under the State Capitol State Christmas Tree, included training CDs and videos provide self paced education on each of the Microsoft Office Suite products. Smart Sites will distribute these materials, valued at over \$400,000, to community-based organizations interested in upgrading computer literacy in their towns.

January 9, 2001 – Ute Tribal Smart Site Lands Justice Contract- The 9-month-old Ute Tribe technology company, Uinta River Technologies, announced that it has signed a five-year contract with the U.S. Department of Justice's Immigration and Naturalization Service to provide data entry services on various foreign visas. The \$7.5 million to \$10-million contract will require the company to hire 50 to 75 new data entry employee and supervisors. The jobs will average \$9 per hour at full production.

January 29, 2001 – Zion's Bank Hosts Smart Site Luncheon- Today Scott Anderson, CEO of Zion's First National Bank, hosted a Utah Smart Site luncheon attended by 50 of the banks' most important business contacts. An unexpected guest was Governor Mike Leavitt who freed time from the legislative session to share his commitment to the Utah Smart Site Program.

February 2, 2002 – Smart Site Clients Join Governor Leavitt To Welcome the Olympic Flame- At dawn on February 4th, Governor Leavitt and the Utah Smart Site initiative hosted corporate leaders from several of Utah leading technology-based firms at Delicate Arch to witness the arrival of the Olympic Flame in Utah. Following the ceremony, the guests traveled to Moab to meet representatives from several of our Smart Sites. Firms represented include the Canopy Group, ExeVision, Verite Multimedia, Microsoft, Fonix, Zions First National Bank, LearnKey, Utah Power, BlueStep and Wasatch Digital IQ Magazine.

February 4, 2002 – North Logan Smart Site Cuts Ribbon Prior To Torch Relay: Over 200 business and community leaders gathered for a pre-Torch Relay reception to participate in the ribbon cutting for Cache Valley's new smart site, Information Connections. This new facility built for the sole purpose of being a Utah Smart Site, is located on Utah State University's Innovation Campus in North Logan. Among the services offered by Information Connect, already at 65 employees, are DVD production, software development and customer relations management services.

February 12, 15, 19, 2002 – Smarts Sites Host Clients For Dinner During the Games: During the 2002 Salt Lake Winter Games, Utah Smart Sites hosted more than 50 business executives during a series three dinners at the Devereaux House on Olympic Plaza. Following dinner, the executives and their spouses were provided with tickets to attend the Olympic Medal Presentation and that evening's concert.

February 16, 2002 – Corporate Alliance Learns About Smart Sites: Today nearly 200 members of the Corporate Alliance attended a dinner at the Utah Business Club at the Devereaux. The Utah Smart Site initiative was one of the sponsors of the event and Wes Curtis presented the smart site concept to them for their consideration. Members of the Corporate Alliance represent a wide variety of businesses in Utah Valley. They tend to be smaller businesses that would benefit from the kind of outsourcing support offered by Utah's Smart Sites

February 23, 2002 – Tribal Leaders and Utah Smart Sites Go To Lunch At The Games: Leaders of the Ute Indian tribe knew they were in for a struggle when they decided in March to go high-tech in their efforts to cut the unemployment rate on their reservation. They had few assets to dedicate to the development of a high-tech company and most of the tribe's members lacked the computer skills necessary to staff such a venture. "We knew it wasn't going to be easy," Rose Taveapont, vice chairwoman of the Ute tribe, said Saturday. "We also knew, though, that we weren't alone, that there were other people willing to help us get started." Today, Ute-owned Uinta River Technology, based in Fort Duchesne, employs 75 people, about half of them members of the tribe. The company expects to generate revenue of \$2 million during its second year of operations. And state economic development officials point to the company as an example of successful rural economic development possible through the Utah Smart Site program. On Saturday, the state Department of Community and Economic Development held a luncheon at the Devereaux House for leaders of the Indian tribes in Utah, to help familiarize them with the Smart Site program. Taveapont told those in attendance that if the Ute tribe and the citizens of the Uinta Basin, starting with few assets, can create a successful high-tech company, then other tribes and rural areas of the state can do the same. Ivan

Wongan, who sits on the tribal council of the Northwestern Band of the Shoshone, whose land skirts the Utah/Idaho border in Box Elder County, said he was intrigued by the idea. "One of the most appealing aspects [of the Smart Site program] is that you can start small with only a few people but there is also the opportunity for it to grow rapidly," he said.

March 2002 – Northwestern Band of the Shoshone Nation Create New Smart Site: The Northwestern Band of the Shoshone Nation has created a new Smart Site. NWB Technologies is run by tribal members, Bruce Parry, Ivan Wongan, and Jon Warner. The new company is a separate legal entity insulated from tribal and familial politics. "We realize that business and politics don't mix," says Parry, who has a master's degree in business from the University of Utah. The board of the company can be removed only by a unanimous vote of the tribal council. The company is working with Gov. Mike Leavitt's SmartSite program to create jobs and has teamed up with a Logan company to seek technology contracts. The company also has contracted with an international training company that helps Indian companies get federal contracts. Many contracts set aside 5 percent for Indian contractors, but there are few bidders. "We are leaving millions and millions and millions of dollars untapped," Parry says. The new company hopes to provide new jobs for tribal members and other workers in the region. However, the real gain, as tribal council members see it, will be in the bank accounts that can help Shoshones prosper and perpetuate their culture. "In three or four years, we're going to have a bank account of \$25 [million] to \$30 million. And that's being conservative. It's not a matter of if, it's a matter of when," says Parry, 63, who intends to retire again to the golf course once the tribe reaches its goals.

March 1, 2002 – Sevier Smart Site Holds Open House: On March 1st, the Sevier Smart Site (S3) and the Sevier Valley Technical Cooperative officially opened its doors with an open house. S3 is located on the top floor of the ModularOne building in the Richfield Industrial Park. Housed in the facility is the Sevier Valley Technical Cooperative involving ten technology-based entrepreneurs who have joined forces to collectively market their expertise. S3 will market the services of these individuals, and provide computer equipment that is linked to the rest of the world through CISCO switches. S3 also offers a variety of shared services to members of the cooperative. In exchange, cooperative members will share a portion of their earnings with S3 to cover operating expenses. S3 and the Cooperative will also offer training courses to members of the local community. Cooperative members have already land two contracts and are excited with the potential for Sevier County. The Utah Smart Site initiative is pleased to have provided \$35,000 in equipment to support this innovation new endeavor.

March 30, 2002 – Three Smart Site Enterprises Designated This Quarter: Gaeaorama, I-Command, Castle Valley Technology

May 1, 2002 – Skyline Drive Technology Grand Opening: Sanpete County announces the grand opening of Skyline Drive Technology, a Utah Smart Site. The big event will take place May 1, 2002 from 2:00 to 5:00 P.M.. The location of Skyline Drive Technology is 41 West, Main Street, Mt. Pleasant. The site will feature training for LearnKey products and web design training. The site has two technology companies as tenants currently. Secure Solutions and Data Discovery. These two companies specialize in e-commerce, internet consulting and programming, web design and hosting, plus Oracle programming.

May 4, 2002 – Information Connections Wins National Telly Award: Information Connections, a Logan based company, received a Telly Award for a DVD presentation it produced promoting the Utah Smart Site network. The Telly Awards recognize outstanding non-network and cable TV commercials, films, video productions and programming. Information Connections joins such prestigious past winners as the Discovery Channel, NBC, Sony Pictures, the NBA and Walt Disney Studios. Information Connections' award winning production is used to explain and promote the Utah Smart Site network and its unique high tech abilities.

June 7, 2002 – Affiliated Computer Services Expands to Kanab and Governor Leavitt Announces Grant To Help Tribes: Governor Leavitt today announced the newest Utah Smart Site success in Kanab, Utah. Affiliated Computer Services (ACS) will employ 55 data entry specialists at the Kane County Smart Site. ACS provides outsourcing services such as billing, claims processing, customer-support and data entry. The company employs more than 30,000 people around the world and is a Fortune 1,000 company. The Smart Site initiative is vital to our goal of 1,000 new rural jobs over the next 1,000 days," said Leavitt. "The success of the initiative as a whole demonstrates that rural communities can be successful players in the information economy." "We have had great success in Fort Duchesne, and look forward to replicating that in Kanab. This is an excellent partnership and opportunity for our business," said Lynn Blodgett, Business Solutions Division president. "We are excited about the prospect of utilizing the rural workforce." Governor Leavitt also announced a \$65,000 grant from U.S.D.A. Rural Development to provide help to American Indian Tribes interested in creating a Smart Site. The intent is to assist tribes in replicating the success of the Northern Utes' Uintah River Technologies initiative. Uintah River Technologies employs 65 workers in Ft. Duchesne.

June 15, 2002 – Animation Artists Become Utah Smart Site: The Illusion Academy in Mt. Pleasant, which provides art and design services to Disney, Pixar and Dreamworks, among others, became a Utah Smart Site today. "The Illusion Academy began as an alliance of artists looking to work together to build our business and help the community at the same time", says president Bryan Spencer. "Coming from a big city background, the draw of small town life with the ability to do topnotch design and illustration was too appealing to pass up." The benefits provided by the State allowed the company to increase the size of its studio to accommodate interns from nearby Snow College and to garner more jobs by working together. Spencer adds, "If a company has the opportunity to apply for Utah Smart Site status, it should take full advantage of the chance."

June 27, 2002 – USDA Awards Funds to Help Sanpete Smart Site Gain Federal Preference: The U.S. Department of Agriculture has awarded the SmartUTAH Foundation a grant to provide technical assistance and funding to develop and implement project BRUNO (Bringing Rural Utah New Opportunities) in Sanpete County. The goal of the project is to develop and operate a locally owned technology company, Skyline Drive Technology. This company could provide up to 50 new high tech jobs for the local Smart Site. A key component of the project will be to assist in securing SBA 8(a) status that will provide Skyline Drive Technology with federal contracting preference for nine years.

June 30, 2002 –Seven Smart Site Enterprises Designated This Quarter: Skyline Drive Technology, ACS-Kanab, Illusions Academy, Data Discovery, Netvantix, Sevier Smart Site, JCI Billing

July 20, 2002 – State Incentives Granted to Steton Technology Group: The Utah Industrial Assistance Fund has awarded a performance-based grant of \$100,000 to Steton Technology Group, a new Smart Site in Washington County. The grant, which is paid only after a firm has retained jobs for a negotiated period of time, are a critical component in the firms plan to expanded. The Smart Site will create 35 new jobs paying between \$36,000 and \$50,000. Steton Technology Group is a software development firm specializing in quality control software using Palm Pilot technology.

August 16, 2002 – Health Informatics Ecosystem To Target Rural Utah, Smart Sites Announced in Fillmore and Delta; \$550,000 Training Grant Announced: On Day 194 of his 1,000 Day Economic Plan, Governor Mike Leavitt announced new job opportunities for rural Utahns centered around the health informatics industry. The latest economic ecosystem identified in Utah, health informatics focuses on information management in support of medical research, education and patient care. "The health informatics sector is a tailor-made industry for job development in rural Utah," said Leavitt. "The jobs provide higher than average wages and the work can be done from remote locations. We plan to make the connection between the Wasatch Front's many medical information companies and the abundance of workers in rural Utah." A significant partner in attracting jobs to rural Utah is the Smart Site initiative, which provides locations, technology and trained workers for firms to outsource work to rural areas. The governor today announced Utah's 16th and 17th Smart Sites, in Delta and Fillmore. In recognition of the important relationship between economic success and education, the Smart Site initiative has partnered with the Department of Workforce Services (DWS) to develop a training and scholarship program for health information. DWS has awarded a \$550,000 grant to the Smart Site initiative, half of which will be made available specifically for medical coding training in low-income rural areas.

August 20, 2002 – AviaCode Announces Jobs for 100 Rural Utahns: Aviacode is looking to hire. The Salt Lake-based company, specializing in medical coding, is hoping to get 100 employees through a just-announced state "Smart Site" program and wants many more workers from elsewhere, too. "We expect to have several thousand coders in the near future employed at Aviacode," said David Jensen, chief executive officer. "We estimate that there is a shortage of medical coders nationwide in the range of 30,000 to 35,000. Certainly there is an opportunity for several hundred coders to come from Utah and have gainful employment in the industry." "We have a substantial number of coders certified and interested in working for us, but we know we will exhaust those resources," Jensen said, noting that "several hundred" coders will be needed to handle an Aviacode contract with Community Health of Nashville, a health-care group with more than 3,000 physicians.

September 12, 2002 – St. George eLearning Firm Becomes A Utah Smart Site: LearnKey, a St. George firm offering perhaps the nation's best web-based eLearning tools, has been designated as a Utah Smart Site. It is no surprise that companies like LearnKey, have chosen to remain in Southern Utah, even when they could have relocated to a more metropolitan setting. From its headquarters in St. George, LearnKey serves an international market of high-tech professionals and employs more than 75 people. "Tech companies with access to moder telecom services can do business from almost anywhere," says Public Relations Coordinator Ken Perkins. "John Clemons, LearnKey's founder, moved his family to St. George because they wanted to live there."

September 25, 2002- Governor Leavitt Speaks To National Coding Leaders in SF- Today Governor Leavitt spoke to 4,000 members of the American Health Information Management Association about Utah's medical coding initiative. Prior to the presentation, he met with 25 industry leaders to discuss challenges, opportunities and possible solutions.

September 30, 2002 –Four Smart Sites Designated This Quarter: Steton Technology Group, digital Mining, White Mesa Consulting, DeltaWave

October 11, 2002 –Salt Lake Firm Forms Smart Site Marketing Group: Strategic Planning Services, a federally designated 8(a) firm from Salt Lake County has invited six Smart Sites to join a consortium involving several nationally recognized information technology firms and himself. By joining the consortium, the Smart Sites will be able to perform as subcontractor on larger "bundled" federal contracts that they could not have accessed individually.

November 5, 2002 –Governor Leavitt Challenges Health Informatics Firms: Governor Leavitt met today with 32 state and national health informatics industry leaders at the Governor's Mansion. At that time, he challenged them to create 2,500 new jobs over the next four years. Not all of these jobs will be in rural Utah, but he asked them to place a special emphasis on jobs appropriate for remote communities that can be provided over the Internet.

November 14, 2002 – Air Force Expanding Native American Program To Utah: Due to the success of Uinta River Technologies and efforts by the Utah Smart Program and the Utah Division of Indian Affairs to develop other tribally-owned Smart Sites, Native American businesses nationwide have a new opportunity. Joseph Diamond, director of the Department of Defense Air Force Office of Small and Disadvantaged Business Utilization (SADBU) in Washington, D.C., was in Salt Lake City today to sign a memorandum to expand the Native American Small Business Initiative nationwide. "The Native American Initiative calls for focused outreach and training, matching requirements with capabilities, and leveraging partnerships in order to enhance opportunities for Native American and Tribally Held Firms to compete for Air Force contracts," says Diamond. "In 2002, \$444 million went to Native American Firms." "The tribes must have the capability to meet the contract needs, including quality standards, budget requirements and have the ability to complete contracts on time," explains Carey Wold, research consultant for the state's Division of Indian Affairs. "This effort will enhance the development of Indian Smart Sites in Utah and allow the tribes to take advantage of 8(a) Indian preference on federal contracts that have no dollar limits."

December 31, 2002 – Six Smart Site Enterprises Designated This Quarter: Smartcom, LearnKey, IsFirst Technology, Frazier Technology, Native Med, Health Axis.

January 8, 2003 – Governor Leavitt Dons Hardhat To Break Ground For Steton Technology Group: Gov. Mike Leavitt donned a hard hat Wednesday, took the controls of a backhoe and dug into southwestern Utah's economic future. The gubernatorial foray with the bucket broke ground at the Tonaquint industrial park for the future headquarters of Steton Technologies Group, the first high-technology business to build at the St. George site. During remarks at the Tonaquint Park, Leavitt awarded Steton Technologies a certificate designating the company – which produces software for quality assurance and safety management -- as Utah's 18th "Smart Site."

January 8, 2003 – Governor Leavitt Declares Tonaquint Center as Utah's Newest Smart Site: Governor Michael Leavitt joined Kay H. Traveller, President of Tonaquint Center Development, Inc. today and presented him with a Smart Sites designation for Tonaquint Center. Tonaquint Center is the first of its kind in southern Utah to offer building space necessary for the introduction and growth of technology-based companies in Utah's Dixie. Plans envision twenty-four building sites with nearly 600,000 square feet of leasable space. All buildings will offer fiber internet access with speeds of up to 45 Mbps.

January 28, 2003 – Governor Leavitt Touts Smart Sites in State of the State Address: Utah Smart Sites played a small, but important role today in Governor Leavitt's 2003 State of the State Address as he declared, "In just 352 days, Smart Sites have become one of the largest single sources of employment in rural Utah."

February 25, 2003 – Smart Sites Selected As National Governors Association "Best Practice": Smart Site Director Ed Meyer reported to day that the Utah Smart Site Program had been selected by the National Governors Association's Center for Best Practices as a feature on their eZine. The Center spotlights best practices in State Government.

March 21, 2003 – Zion's Bank Expands Call Center To Kanab: Governor Mike Leavitt today announced a new partnership between Zions Bank and the Kanab Smart Site creating new jobs in rural Utah. The governor told members of the Board of Business and Economic Development that Zions Bank will open a customer service center

in Kanab that will ultimately provide up to 70 new jobs, making the bank one of Kane County's largest employers. "Zions Bank has been a part of Utah for nearly 130 years," said Scott Anderson, president and CEO of Zions Bank. "We are continually looking for opportunities to support the economic development of communities throughout the state, and we are thrilled to have this opportunity to expand our presence in Kanab with the addition of this new call center." The Kanab facility will serve as an extension of Zions' primary call center in West Valley City. Zions' call center operations support the inbound calls for service for Zions Bank and each of its affiliate banks throughout the Western United States. The addition of this new call center will create 35 to 40 new jobs in Kanab this year, with a total of 70 jobs to be created over the next three years.

March 24, 2003 – Utah Smart Sites Featured Prominently by Utah Business Magazine: Utah Smart Sites are gaining more exposure everyday as evidenced by Utah Business Magazine's recent publication "Business Utah 2003". Smart Sites featured in the publication include Information Connections (North Logan), Steton Technology Group (Santa Clara), LearnKey (St. George), I-Command (Blanding), The Illusions Academy (Mt. Pleasant), UBTA-UBET (Roosevelt), Advanced Marketing Concepts (Cedar City), Uinta River Technologies (Fort Duchesne, Northern Utah Indian Reservation), Emery TelCom (Orangeville) and Gaeorama (Blanding).

March 24, 2003 – Local Developer Lauds Efforts of UBTA-UBET: "Rural America is struggling, and that's just a fact of life", says Irene Hansen, economic director of Duchesne County's Economic Development Board, checking off a list of casualties: agriculture, ranching. "But we feel great. The leadership is really excited this opportunity. She's talking about a ticket to the digital world in the form of Uintah Basin Telephone Association-Uintah Basin Electronic Telecommunications (UBTA-UBET). The Vernal-based company founded in 1948 recently acquired telecom rights to much of northeastern Utah, and began to lay fiber-optic cable and provide services as cellular PCS, paging, DSS Satellite, Internet, and long distance service. And while Qwest only had a few employees working in the basin, UBTA-UBET increased its staff of 35 to 170. "This is a huge opportunity for people here to not have to leave the area (to find jobs)", says Hansen. UBTA-UBET has been designated by Governor Leavitt as a Utah Smart Site.

March 30, 2003 – Four Smart Site Enterprises Designated This Quarter: NWB Technologies, Devasi Consulting, CbD Endcoding, Suh'dutsing Technologies, LLC.

April 1, 2003 – Digital Media Smart Sites Join Governor Leavitt on LA Trade Mission: Information Connections, a North Logan Smart Site involved in DVD film and production, and The Illusion Academy, a Mt. Pleasant animation and illustration Smart Site, joined Governor Leavitt and other digital media companies during Leavitt's LA Trade Mission. Most of Hollywood already knows Utah as a picturesque place to make movies, television programs and commercials. But its status as home to a number of companies that create the special effects in films is less well known. "People don't realize there are so many digital media companies throughout the state whose unique technologies are showing up in more and more films," said Mark A. Kendell, chairman and chief executive of Saffire, a computer animation company in American Fork. Many of the digital media companies the state has identified so far are involved in animation. Many are taking a more active role in films. The Illusion Academy in Mt. Pleasant, for example, focuses on animation and character development, and plans over the next five to seven years to develop a full-length animated movie. Bryan Spencer of Illusion Academy said he was surprised at the number of digital media company representatives from Utah that he met this week. "We're seeing a lot of companies we didn't know were based in Utah," he said. "It's kind of funny we have to go all the way to California to find them."

April 11, 2003 – Santa Clara Smart Site Wins National Training Award: LearnKey, a Utah Smart Site and global provider of online learning solutions, today announced the company has been named winner of two of Training magazine's First Annual Achieving Performance Excellence (APX) Awards. Training Magazine subscribers recognized LearnKey courseware with awards in the Computer Application Training and Online Education categories. The magazine will announce APX Award winners in the June 2003 issue. LearnKey was recognized for excellence as a training supplier through a special ballot, which appeared in the January and February 2003 issues of Training magazine. More than 50,000 training professionals were asked to make their selections.

April 19, 2003 – 8(a) Specialist Hired To Help Smart Sites: The Utah Procurement Technical Assistance Center, a program of the Utah Division of Business and Economic Development, has hired Carey Wold as a full time employee whose time will be dedicated solely to the support of existing or aspiring 8(a) firms associated with the Utah Smart Site Program. Wold will dedicate a majority of his time to develop Utah Tribally Owned Smart Sites. This assignment is a continuation of work Wold performed for the Utah Division of Indian Affairs. He will also provide marketing services for Utah Smart Site Consortiums and Utah Smart Sites who have obtained 8(a) status.

April 26, 2003 – \$75,000 EDA Grant Funds Two Smart Site Consortiums: The Utah Smart Site Program has awarded contracts to Strategic Planning Services and Skyline Drive Technologies to develop and market the services of Utah Smart Site Consortiums. Each contractor will be required to establish a formal marketing relationship with a

minimum of six smart sites. The funding for these contracts was provided primarily through a \$75,000 grant from the Economic Development Administration with matching funds provided by Utah Division of Business and Economic Development.

May 6, 2003 – Chicago Trade Mission Targets Rural Health Informatics Jobs: A Utah delegation led by Governor Mike Leavitt is in Chicago today for a Utah! Trade Mission designed to encourage the growth of the state's medical informatics economic ecosystem. "Utah is in a prime position to provide critical support to this burgeoning industry," says Governor Leavitt. "The state's concentration of health care firms, technological infrastructure, and availability of a skilled workforce across the state offers many opportunities for partnership with medical informatics firms." One advantage of these jobs is that they can be performed in urban areas as well as outsourced to Utah's rural Smart Sites.

May 9, 2003 – Utah Smart Site Program Wins National Innovation Award: Today David Sampson, U.S. Department of Commerce Assistant Secretary for Economic Development, presented the Utah Smart Site Program with the 2003 Excellence In Economic Development Award for Innovation. The award, presented to the nation's outstanding programs in seven categories, was received by a delegation from the Utah Smart Site Program including Ed Meyer and Les Prall from the Utah Smart Site Program, Wes Curtis from the Governor's Office representing Governor Leavitt and Rod Linton from the Utah Technology Alliance. Joining Assistant Secretary Sampson in the presentation made during a reception in Washington, DC during the Economic Development Administration's National Conference, was Utah Representative Jim Matheson.

May 15, 2003 – \$49,500 USDA Grant To Help Develop New Duchesne County Smart Site: SmartUTAH Foundation, Inc. received a U.S. Department of Agriculture (USDA) Rural Business Enterprise grant in the amount of \$49,500 for technical assistance to start and market a community owned, high-tech company in Duchesne County. When the company commences work, it is expected to hire about 25 mid-level technology employees. The grant will help SmartUTAH assist a Community Development Corporation setup a company to obtain high-tech contracts from the federal government. When 8(a) certification is awarded by the Small Business Administration, the company can solicit work from various Federal agencies, with substantial preference, to provide high-tech products and services to the Federal Government.

May 15, 2003 – Independent TelComs Hit Jackpot To Extend Rural Bandwidth: Two of three grants from the U.S. Department of Agriculture to Utah telecom companies will help provide broadband connectivity to American Indian tribes. Skyline Telecom of Fairview received an \$850,820 grant to provide broadband to the Goshute Indian Tribe Reservation in Skull Valley in Tooele County. Uintah Basin Telecommunications Inc. received two grants totaling \$468,385 to provide broadband to the Northern Ute Tribe in Whiterocks, Uintah County, and Altamont, Duchesne County. The grants were among the first broadband community grants awarded by the U.S. Department of Agriculture. Grants were presented for 40 communities and 17 states, totaling \$20 million, including more than \$8.2 million helping 13 Indian and native Alaskan communities. "Expanding the reach of information technology brings to the homes and businesses of America's most remote rural communities new opportunities for accessing education, health and economic resources," said U.S. Agriculture Secretary Ann M. Veneman. "Placing the vast knowledge and resources at the fingertips of a great number of Americans will bring anew a world of information and opportunities."

May 20, 2003 – Private Donor Provides 100 Computers To Utah Smart Site Communities: Utah Smart Site Marketing Director Les Prall announced today that a private donor had gifted 100 computers for the use of needy families interested in receiving training and pursuing careers in the information technology or health information management industry. Included in the gift are used Pentium 1, 2 and 3 computers, monitors, keyboards and, in some cases, speakers. Computers are to be given directly to needy families based on recommendations for the local Smart Site Team. The donor has asked that special attention be paid to the needs of single mothers with children.

May 26, 2003 – St. George Smart Site Forms Alliance To Address Redundancy in Dixie: Utah Interlinx and Tonaquint Center Development Inc. have announced a joint venture to bring a redundant fiber optic network to southern Utah. The first stage involves building two new, redundant long-haul fiber optic lines into St. George. The second stage is to build a new next-generation metro area network that would be capable of carrying virtually unlimited amounts of telephone, Internet and cable television services to businesses and residences in the region. Open access will allow multiple service and content providers to use a new fiber network. The area currently relies

solely on a fiber optic system operated by Qwest Communications International Inc. that consists of a buried cable between St. George and Salt Lake City.

June 1, 2003 – First Medical Coders Graduate: 43 students from Weber State University and the College of Eastern Utah have just graduated from their medical coding courses and are preparing for their medical coding certification examination. The Weber State University classes were offered over the Internet while the CEU classes were delivered through weekly EDNET broadcasts. Some students were able to obtain through the Utah Smart Site Program, the Utah Department of Workforce Services or the Utah State Office of Rehabilitation. In addition, San Juan County dedicated funds to assist county residents. The first medical-coding scholarships were awarded by Governor Mike Leavitt last fall.

June 2, 2003 – Utah Smart Sites Offer Training to Low Income Families: The Utah Smart Site Program, Governor Mike Leavitt's initiative to develop information technology jobs in rural Utah, is offering technology training to individuals from rural low income families. This training will be delivered over the Internet using online learning solutions developed by LearnKey, a St. George-based Smart Site and leader in interactive training technologies. Southern Utah University recently awarded a two-year contract to LearnKey using funding provided by the Utah Department of Workforce Services through a grant from the U.S. Department of Labor. The contract calls for LearnKey, to deliver its complete library of Web-based information technology (IT), personal productivity, business, and communications skills courses to 10 training sites using the company's OnlineExpert® delivery technology. These 10 Smart Site OnlineExpert Centers will serve low-income families throughout most of rural Utah. David Clemons, President of LearnKey, believes the company's OnlineExpert technology is a perfect tool for small communities. "LearnKey made a conscious decision 10 years ago to locate in a rural Utah community that at the time had little in the way of IT industry or resources. We benefited from that experience, and we understand exactly how important IT jobs are for rural towns. OnlineExpert is a world class Web-based learning platform, and a perfect solution to provide needed technical job training to rural Smart Sites."

June 9, 2003 – Midway Smart Site Land Air Force Contract: Park City Solutions' the leading eHealth integration solution provider in healthcare, today announced that they are set to launch emPOWERnet:Provider_APN, an eHealth automated patient notification system for Luke Air Force Base Community Hospital – 56th Medical Group. The automated system notifies patients via telephone when laboratory test and radiology procedure results are complete, allowing patients to call into the system at their convenience to retrieve results. The automated laboratory and radiology notification system will help streamline current notification processes, reduce operating expenses, increase provider and patient satisfaction, and improve the overall efficiency and quality of care.

June 11, 2003 – ATK Donates Office Furnishings To Utah Smart Sites: Utah Smart Site Marketing Director Les Prall announced today that Box Elder County's ATK had donated office furnishings from it's Brigham City facility to any Utah Smart Site willing to pick it up. Box Elder County Economic Development Director Susan Thackeray is storing the furnishings until they are picked up by interested Smart Sites.

June 12, 2003 – Garfield County GIS Mapping Smart Site Holds Open House: Smartcom, Garfield County's new Smart Site, held an Open House and Job Fair today to recruit new employees and customer. CEO and President Fred Jaeger explain what mission of the company. "Current GIS/GPA data is typically collected in Garfield County by skilled persons who reside outside the area and transformed to digital maps in urban settings. Smartcom hires and trains local residents to perform not only the data collection, but all downstream value-added mapping activities." Smartcom has already performed mapping services for the U.S. Forest Service and the Five County Association of Governments.

July 14, 2003 – Air Force Awards \$5,000,000 Contract to Uinta River Technologies: Hill Air Force Base has awarded a \$5 million, five-year contract to tribally owned Uinta River Technology (URT) for the delivery of data digitization services. The award culminates a two-year effort to provide jobs on the Ute reservation in northeastern Utah. "I am extremely pleased with the recent contract award to Uinta River Technology," says Joseph Diamond, director of the Department of Defense Air Force Office of Small and Disadvantaged Business Utilization. "The award exemplifies the diverse capabilities that exist among so many Native American and tribally-owned small businesses, and is the reason we expanded our Native American Initiative nationwide "This effort enhances the development of Tribal Smart Sites in Utah and will bolster the economy in the Uinta Basin," says Jeff Gochmour, director of the Division of Business and Economic Development (DBED). The Ogden Air Logistics Center has several million aperture cards in storage that contain the microfiche images of engineering drawings for various Air Force weapons systems and platforms. The contract will enable the company to provide the Engineering Data Services Center (EDSC) the ability to store and retrieve engineering drawings using digital computer technology.

June 30, 2003 – Eleven Smart Site Enterprises Designated This Quarter: Park City Solutions, Zion's Bank Call Center, FME, Inc., Voice2Insight, MedUSA, DataBarn, Web Connect, Ecsedy Technical Writing, Wayout Web Design, Technica Pacifica, Walston Net Design

July 31, 2003 – Steton Inks Deals With Two Major Clients: The Steton Technology Group, a Santa Clara Based Utah Smart Site, announced today it has won a bid to provide the Louisiana Office of Public Health with an automated inspection system. Steton also finalized a contract with Carlson Restaurants, whose subsidiaries include TGI Friday and Pick Up Stix, to automate the collection, analysis and reporting of critical quality assured data through the use of the Steton Quality Suite.

July 31, 2003 – New Green River Smart Site Opens: A grand opening on July 31st introduced the community to Tekubate, Inc, Green River's non-profit technology incubator and Utah's newest Smart Site. Businesses already operating within the incubator are Wayout Websites, a website design company and Virtours, specializing in DVD-based virtual tours tied to GIS coordinates. The Green River/Utah.com website will also be operated through Tekubate.

August 16, 2003 – State Offers Incentive To Health Informatics Firm, More If They Provide Rural Jobs: The Utah Division of Business and Economic Development on Friday approved funding up to \$667,600 for a health informatics company. The latter company, whose name was not revealed by the board because of a confidentiality agreement, has asked for an incentive package of \$905,500. The board approved Industrial Assistance Fund money totaling \$667,600 for 440 new full-time jobs. If the company creates the jobs, it would get \$1,200 for jobs with a salary between 100 percent and 200 percent of the county median where the jobs are located and \$4,000 for jobs with salaries over 200 percent of that median. Another \$286,000 has been committed from the Health Informatics Initiative Fund to help lure the operations to Utah. The board's action also included \$50,000 more in IAF funds to place up to 50 jobs in rural Utah — money that would be added to \$50,000 more from the health informatics fund. The company must commit to having the rural jobs within two years to get that incentive. The medical informatics industry includes a wide range of jobs that encompass medical billing services, transcription, claims processing and other medical accounting services.

September 2, 2003 – Park City Solutions Partners With PatientKeeper: Park City Solutions (PCS), the leading eHealth integration solution provider in healthcare, today announced a partnership with PatientKeeper, the top provider of mobile computing software for healthcare, to deliver advanced mobile solutions to clients. PCS will extend its award winning emPOWERnet eHealth integration platform and solutions to popular Palm OS and Pocket PC devices by leveraging the PatientKeeper Platform, a widely adopted mobile infrastructure for healthcare computing.

September 8, 2003 – Midway Health Informatics Smart Site Wins Sutter Health Contract: Park City Solutions', the leading eHealth integration solution provider in healthcare, today announced that Sutter Health, one of the nation's leading not-for-profit networks of community-based hospitals and physician organizations in more than 100 Northern California communities, has selected emPOWERnet 2.0 as their physician portal platform. After a two-year assessment, Sutter has decided to replace its current physician portal engine platform with emPOWERnet 2.0 from Park City Solutions. emPOWERnet technology will be implemented in numerous hospitals, physician care centers and outpatient clinics throughout Sutter's network.

September 11, 2003 – LearnKey To Unveil Self-Paced Information Securing Courses at TECHX 2003 Expo: To help meet the nation's need for security-trained network administrators and technical infrastructure managers, online learning system provider LearnKey will feature its library of self-paced information security training courses at TECHXNY 2003/PC Expo Sept. 16-18 in New York. With heightened concerns about fast-spreading viruses and worms, hack attacks and other threats to the country's critical network infrastructure, security training for information technology professionals is in greater demand than ever, said LearnKey president David Clemons. "Estimates of financial impact to business from the recent SoBig.F and MSBlast worms have reached \$1 billion and are still growing," Clemons said. "CIO's are telling us they need trained people who can analyze risk and mitigate threats to continued network function and business operations." LearnKey offers vendor-neutral courses in general information security principles, as well as specific security training for systems from major vendors like Cisco® and Microsoft. Courses include Hacking Revealed, which helps administrators protect networks from intruders, and preparatory training for Certified Information Systems Security Professional (CISSP) and Security + certification exams.